

2004 WFL Contractor Conference



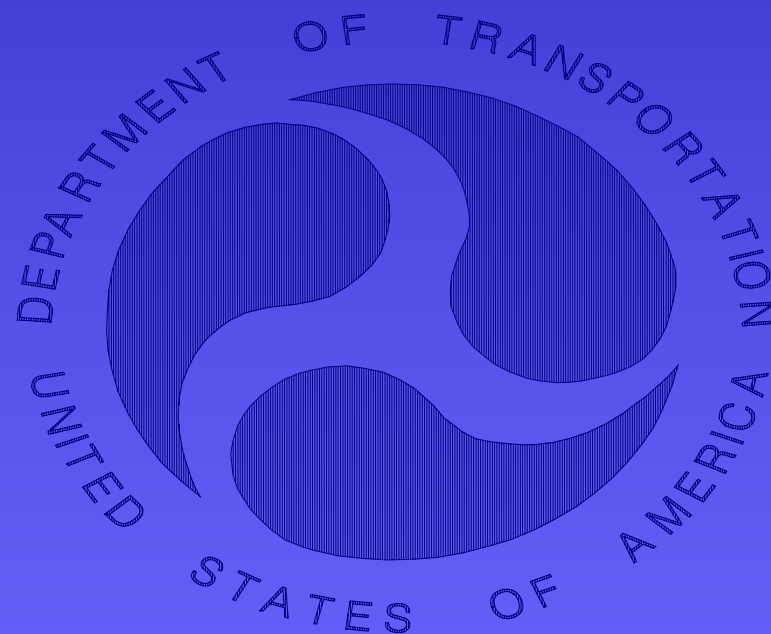
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Contracts

March 10, 2004

Portland, Oregon

2004 WFL Contractor Conference

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Procurement Topics

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Best Value Procurement

Purpose

"Best value" is a process used to select the most advantageous offer by evaluating and comparing factors in addition to cost or price. It allows flexibility in selection through tradeoffs which the agency makes between the cost and non-cost evaluation factors with the intent of awarding to the contractor that will give the government the greatest or best value for its money.

Nutshell

- Allows the Government and taxpayers get the best "Bang for the Buck"

Best Value Procurement

Process

- **Tradeoff**

A tradeoff process is appropriate when it may be in the best interest of the Government to consider award to other than the lowest priced offeror or other than the highest technically rated offeror.

- **Lowest Price Technically Acceptable**

The lowest price technically acceptable source selection process is appropriate when **_ best value _** is expected to result from selection of the technically acceptable proposal with the lowest evaluated price.

E-Plans

Purpose

- Reduce the time it takes for contractor access to bid documents.

Currently bid documents (not plans) are available to bidders within hours of posting to www.eps.gov

- Reduce the overhead costs associated with procurements

Providing electronic bid documents has resulted in savings in excess of \$2,000 per project

Presidents Management Agenda

In 2001, President Bush initiated several government reform efforts, collectively known as the President's Management Agenda (PMA), to make the Federal government more results-oriented, efficient and citizen-centered

Demonstration at the Procurement table during the break

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Small Business Topics

8a BD Program

- Supports socially and economically disadvantaged small businesses.
- We will continue to offer construction Contracts to 8a contractors.

No Small Business Set Asides

- Our office must comply with the Competitiveness Demonstration Program.
- No Small Business Set-Asides for construction solicitations.

Small Business Topics

HUBZone Program

- HUBZone Small Business Set-Asides
- HUBZone Price Evaluation Preference
- Provide Federal contracting assistance for qualified small business concerns (SBCs) located in historically underutilized business zones to:
 - Increase employment opportunities
 - Stimulate capital investment in those areas
 - Empower communities through economic development

Small Business Topics

Small Disadvantaged Business

- Qualified SDBs will receive a price benefit of up to 10% on some procurements. This policy is accomplished by adding up to 10% to the price of bids or offers received from non-SDBs.
- Currently the advantage goes to SDB certified firms from south central US.
- Does not apply to 8a procurements
- Does not apply to small business and HUBZone small business set asides.
- Self Certification ended in the late 1990s. Firms must now be certified by SBA. This is different that certification through the State as a DBE contractor.

Small Business Topics

What's new?

- On December 16, 2003, President Bush signed Public Law 108-183, the Veterans Benefits Act of 2003, which establishes a Service-Disabled Veteran-Owned Small Business (SDVOSB) set-aside program.
- Set-asides are at Contracting Officer's discretion
- No price evaluation preference
- Expect the Small Business Administration and the FAR to publish proposed implementing rules in the near future.

Central Contractor Registration (CCR)

The Central Contractor Registration (CCR) System is a centrally located, searchable database, accessible via the Internet to develop, maintain, and provide sources for future procurements.

- You can register on the Internet at www.ccr.gov.
- Recently Pro-Net has been combined with the CCR.
- We use this data every day. Please keep it up to date.
- Your firm must also include your payment info in CCR
 - Our office will, however, still request your payment information.

Feedback Topics

Multiple Award Task Order Contract (MATOC)

- Purpose: Streamline the procurement of projects in specified areas for projects within defined limits
- Process:

Multiple contracts awarded (Usually 3 or more)

Projects competed amongst contract holders

Contracts contain order limits; \$ and time

SDB and HUBZone price preference not applicable

Feedback Topics

Design-Build

- Purpose

Reduce the project time from inception to final construction

- Process

A/E and Construction partner and provide members that team with agency representatives

Feedback Topics

Options

- Background

Options are a contracting method whereby, for a specified period of time, the Government may elect to purchase additional supplies and/or services called for by the contract, or may elect to extend the term of the contract.

- Use

Funds are not currently available for the option quantity: A common reason for funding are next fiscal year obligations or program adjustments.